



Invoice No.: IND-1015-0008

Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

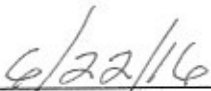
Invoice Date: 6/22/16  
Order Number: 0015523208  
Fund: 61910/571513 / 305000

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2015 - 9/30/2016  
Contract Amount: \$3,500,000.00  
Contract Number: A70-5-041137  
Date of Services: 5/1/2016 - 5/31/2016  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paid: \$ 190,899.24  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
Vendor's signature

  
Date



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Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)

[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

## Attachment B: Budget

Real Alternatives, Inc. A70-5-041137  
Indiana Pregnancy & Support Services Program  
October 1, 2015 - September 30, 2016

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-Apr 2016	Actual Cost May-16	Actual Expenses YTD-May 2016	Remaining Cost June 2016 to Sep-2016
Administrative	Salary	President & CEO	\$58,000.00	26,079.89	2,149.07	28,228.96	\$29,771.04
Administrative	Salary	VP of Administration	\$13,000.00	6,783.55	1,192.13	7,975.68	\$5,024.32
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$3,000.00	1,804.04	\$584.26	2,388.30	\$611.70
Administrative	Salary	Junior Accountant	\$2,000.00	-	-	-	\$2,000.00
Administrative	Salary	Bookkeeper	\$3,000.00	492.21	\$28.13	520.34	\$2,479.66
Services	Salary	VP of Operations	\$45,000.00	12,324.40	\$1,069.41	13,393.81	\$31,606.19
Services	Salary	Indiana Services Director	\$40,000.00	-	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$4,000.00	3,090.58	\$744.61	3,835.19	\$164.81
Services	Salary	Services Assistance	\$3,000.00	2,033.73	\$64.31	2,098.04	\$901.96
Services	Salary	Billing Coordinator	\$5,000.00	1,939.50	\$351.00	2,290.50	\$2,709.50
Services	Salary	Service Provider Approval	\$5,000.00	1,280.02	\$9.00	1,289.02	\$3,710.98
Services	Salary	Service Provider Monitoring	\$5,000.00	74.41	-	74.41	\$4,925.59
Services	Salary	Hotline Counselor	\$4,000.00	343.59	\$39.52	383.11	\$3,616.89
		<b>Subtotal</b>	<b>\$190,000.00</b>	<b>\$56,245.92</b>	<b>\$6,231.44</b>	<b>\$62,477.36</b>	<b>\$127,522.64</b>
Administrative	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$6,500.00	1,890.73	\$289.92	2,180.65	\$4,319.35
Services	Fringe	Payroll Taxes	\$9,000.00	1,519.64	\$191.07	1,710.71	\$7,289.29
Administrative	Fringe	Workers' Comp	\$3,000.00	118.65	\$16.29	134.94	\$165.06
Services	Fringe	Workers' Comp	\$500.00	97.09	\$13.34	110.43	\$389.57
Administrative	Fringe	Pension	\$3,750.00	977.66	\$109.47	1,087.13	\$2,662.87
Services	Fringe	Pension	\$2,000.00	482.30	\$56.89	539.19	\$1,460.81
Administrative	Fringe	Employee Group Ins	\$13,000.00	6,457.34	\$904.70	7,362.04	\$5,637.96
Services	Fringe	Employee Group Ins	\$10,000.00	3,667.66	\$520.65	4,188.31	\$5,811.69
		<b>Subtotal</b>	<b>\$45,050.00</b>	<b>\$15,211.07</b>	<b>\$2,102.33</b>	<b>\$17,313.40</b>	<b>\$27,736.60</b>
Administrative	Travel	Travel/Lodging	\$500.00	-	-	-	\$500.00
Services	Travel	Travel	\$10,000.00	-	-	-	\$10,000.00
		<b>Subtotal</b>	<b>\$10,500.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$10,500.00</b>
Administrative	Supplies	Office Expense	\$91,700.00	1,526.41	\$123.66	1,650.07	\$90,049.93
Administrative	Supplies	Computer Resources/Upgrades	\$25,000.00	-	-	-	\$25,000.00
Services	Supplies	Client Education Materials	\$120,000.00	84,989.44	\$506.42	85,495.86	\$34,504.14
Services	Supplies	Pregnancy Test Kits	\$0.00	708.50	\$534.10	1,242.60	(\$1,242.60)
		<b>Subtotal</b>	<b>\$236,700.00</b>	<b>\$87,224.35</b>	<b>\$1,164.18</b>	<b>\$88,388.53</b>	<b>\$148,311.47</b>
Administrative	Contracts	Accounting/IT/Legal consulting	\$20,000.00	632.48	\$143.50	775.98	\$19,224.02
Administrative	Contracts	Auditing	\$3,500.00	1,456.72	\$200.02	1,656.74	\$1,843.26
Administrative	Contracts	Copier Service Contracts	\$500.00	216.09	\$19.94	236.03	\$263.97
Services	Contracts	Client Service Providers	\$2,412,500.00	763,038.15	\$155,949.57	918,987.72	\$1,493,512.28
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$485,000.00	393,010.06	\$23,633.64	416,643.70	\$68,356.30
Services	Contracts	Services Database Consulting	\$15,000.00	3,081.25	\$467.50	3,548.75	\$11,451.25
		<b>Subtotal</b>	<b>\$2,943,500.00</b>	<b>\$1,161,434.75</b>	<b>\$180,414.17</b>	<b>\$1,341,848.92</b>	<b>\$1,601,651.08</b>
Administrative	Other	Professional Development	\$2,000.00	1,027.62	\$34.45	1,062.07	\$937.93
Administrative	Other	Job advertising	\$500.00	-	-	-	\$500.00
Administrative	Other	New employee screening	\$250.00	-	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$15,000.00	692.99	\$57.81	750.80	\$14,249.20
Administrative	Other	Rent	\$46,000.00	4,914.29	\$635.08	5,549.37	\$40,450.63
Administrative	Other	Telephone Service	\$3,500.00	1,278.57	\$87.79	1,366.36	\$2,133.64
Administrative	Other	General Business Liability Ins	\$750.00	217.19	\$29.82	247.01	\$502.99
Administrative	Other	Insurance - Directors & Officers	\$1,250.00	529.26	\$72.67	601.93	\$648.07
Services	Other	Toll Free Referral System	\$5,000.00	393.71	\$69.50	463.21	\$4,536.79
Services	Other	Contract Closeout Cost	\$0.00	-	-	-	\$0.00
		<b>Subtotal</b>	<b>\$74,250.00</b>	<b>\$9,053.63</b>	<b>\$987.12</b>	<b>\$10,040.75</b>	<b>\$64,209.25</b>
Administrative			\$313,000.00	57,095.69	\$6,678.71	63,774.40	\$249,225.60
Services			\$3,187,000.00	\$1,272,074.03	\$184,220.53	\$1,456,294.56	\$1,730,705.44
		<b>Total</b>	<b>\$3,500,000.00</b>	<b>\$1,329,169.72</b>	<b>\$190,899.24</b>	<b>\$1,520,068.96</b>	<b>\$1,979,931.04</b>

Real Alternatives  
Actual Administrative Expenses  
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses YTD-Apr 2016	Actual Expenses May-16	Actual Expenses YTD-May 2016	Remaining Cost June 2016 to Sep-2016
<b>Personnel</b>					
President & CEO	\$58,000.00	\$ 26,079.89	\$ 2,149.07	\$ 28,228.96	\$29,771.04
VP of Administration	\$13,000.00	\$ 6,783.55	\$ 1,192.13	\$ 7,975.68	\$5,024.32
Assistant Director of Finance	\$0.00	\$ -		\$ -	\$0.00
Senior Accountant	\$3,000.00	\$ 1,804.04	\$584.26	\$ 2,388.30	\$611.70
Junior Accountant	\$2,000.00	\$ -		\$ -	\$2,000.00
Bookkeeper	\$3,000.00	\$ 492.21	\$28.13	\$ 520.34	\$2,479.66
Professional Development	\$2,000.00	\$ 1,027.62	\$34.45	\$ 1,062.07	\$937.93
Payroll Taxes	\$6,500.00	\$ 1,890.73	\$289.92	\$ 2,180.65	\$4,319.35
Workers Compensation Insurance	\$300.00	\$ 118.65	\$16.29	\$ 134.94	\$165.06
Pension	\$3,750.00	\$ 977.66	\$109.47	\$ 1,087.13	\$2,662.87
Employee Group Insurance	\$13,000.00	\$ 6,457.34	\$904.70	\$ 7,362.04	\$5,637.96
Job Advertising	\$500.00	\$ -	\$ -	\$ -	\$500.00
New Employee Screening	\$250.00	\$ -	\$ -	\$ -	\$250.00
<b>Total Personnel</b>	<b>\$ 105,300.00</b>	<b>\$ 45,631.69</b>	<b>\$ 5,308.42</b>	<b>\$ 50,940.11</b>	<b>\$ 54,359.89</b>
<b>Operating</b>	<b>Budgeted Dollars</b>				
Accounting/IT/Legal Consulting	\$20,000.00	\$ 632.48	\$143.50	\$ 775.98	\$19,224.02
Postage/Shipping	\$15,000.00	\$ 692.99	\$57.81	\$ 750.80	\$14,249.20
Auditing	\$3,500.00	\$ 1,456.72	\$200.02	\$ 1,656.74	\$1,843.26
Travel/Lodging	\$500.00	\$ -	\$ -	\$ -	\$500.00
Rent	\$46,000.00	\$ 4,914.29	\$635.08	\$ 5,549.37	\$40,450.63
Telephone Service	\$3,500.00	\$ 1,278.57	\$87.79	\$ 1,366.36	\$2,133.64
General Business Liability Insurance	\$750.00	\$ 217.19	\$29.82	\$ 247.01	\$502.99
Insurance-Directors & Officers	\$1,250.00	\$ 529.26	\$72.67	\$ 601.93	\$648.07
Office Expense	\$91,700.00	\$ 1,526.41	\$123.66	\$ 1,650.07	\$90,049.93
Computer Resources	\$25,000.00	\$ -	\$ -	\$ -	\$25,000.00
		\$ -		\$ -	
<b>Total Operating</b>	<b>\$ 207,200.00</b>	<b>\$ 11,247.91</b>	<b>\$ 1,350.35</b>	<b>\$ 12,598.26</b>	<b>\$ 194,601.74</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>				
Equipment Service Contracts	\$500.00	\$ 216.09	\$ 19.94	\$ 236.03	\$263.97
<b>Total Administrative Expenses</b>	<b>\$ 313,000.00</b>	<b>\$ 57,095.69</b>	<b>\$ 6,678.71</b>	<b>\$ 63,774.40</b>	<b>\$ 249,225.60</b>

Real Alternatives  
Actual Services Expenses  
Indiana: Fiscal Year 2015-16

Cost Category	Budgeted Dollars	Actual Expenses YTD-Apr 2016	Actual Expenses May-16	Actual Expenses YTD-May 2016	Remaining Cost June 2016 to Sep-2016
<b>Personnel</b>					
Vice President of Operations	\$45,000.00	\$ 12,324.40	\$1,069.41	\$ 13,393.81	\$31,606.19
Indiana Services Director	\$40,000.00	\$ -		\$ -	\$40,000.00
Services Coordinator	\$4,000.00	\$ 3,090.58	\$744.61	\$ 3,835.19	\$164.81
Billing Coordinator	\$5,000.00	\$ 1,939.50	\$351.00	\$ 2,290.50	\$2,709.50
Services Assistance	\$3,000.00	\$ 2,033.73	\$64.31	\$ 2,098.04	\$901.96
Service Provider Approval	\$5,000.00	\$ 1,280.02	\$9.00	\$ 1,289.02	\$3,710.98
Service Provider Monitoring	\$5,000.00	\$ 74.41	\$ -	\$ 74.41	\$4,925.59
Hotline Counselor	\$4,000.00	\$ 343.59	\$39.52	\$ 383.11	\$3,616.89
Payroll Taxes	\$9,000.00	\$ 1,519.64	\$191.07	\$ 1,710.71	\$7,289.29
Workers Compensation Insurance	\$500.00	\$ 97.09	\$13.34	\$ 110.43	\$389.57
Pension	\$2,000.00	\$ 482.30	\$56.89	\$ 539.19	\$1,460.81
Employee Group Insurance	\$10,000.00	\$ 3,667.66	\$520.65	\$ 4,188.31	\$5,811.69
<b>Total Personnel</b>	<b>\$ 132,500.00</b>	<b>\$ 26,852.92</b>	<b>\$ 3,059.80</b>	<b>\$ 29,912.72</b>	<b>\$ 102,587.28</b>
<b>Operating</b>	<b>Budgeted Dollars</b>				
Client Education Materials	\$120,000.00	\$ 84,989.44	\$506.42	\$ 85,495.86	\$34,504.14
Services Advertising	\$485,000.00	\$ 393,010.06	\$23,633.64	\$ 416,643.70	\$68,356.30
Meetings/Seminars/Conference	\$7,000.00	\$ -	\$ -	\$ -	\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	\$ -	\$ -	\$ -	\$10,000.00
Srvcs Database Consulting & Dev	\$15,000.00	\$ 3,081.25	\$467.50	\$ 3,548.75	\$11,451.25
Client Service Providers	\$2,412,500.00	\$ 763,038.15	\$155,949.57	\$ 918,987.72	\$1,493,512.28
Toll-free Referral System	\$5,000.00	\$ 393.71	\$69.50	\$ 463.21	\$4,536.79
Contract Closeout Cost	\$0.00	\$ -		\$ -	\$0.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
<b>Total Operating</b>	<b>\$ 3,054,500.00</b>	<b>\$ 1,244,512.61</b>	<b>\$ 180,626.63</b>	<b>\$ 1,425,139.24</b>	<b>\$ 1,629,360.76</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>				
Pregnancy Test Kits	\$0.00	\$ 708.50	\$534.10	\$ 1,242.60	(\$1,242.60)
<b>Total Services Expenses</b>	<b>\$ 3,187,000.00</b>	<b>\$ 1,272,074.03</b>	<b>\$ 184,220.53</b>	<b>\$ 1,456,294.56</b>	<b>\$ 1,730,705.44</b>